



PARIS - CHAMPS-ÉLYSÉES

BY B SIGNATURE  
Hotels & Resorts

### HOTEL DE SERS

41 Avenue Pierre 1<sup>er</sup> de Serbie, 75008 Paris – France

Tel : +33 1 53 23 75 75 / Fax : +33 1 53 23 75 76 / E-mail : [resa@hoteldesers.com](mailto:resa@hoteldesers.com)

Web site: [www.hoteldesers.com](http://www.hoteldesers.com)

To	WORLD AVENUES
Attention	Gamal KHALIL
Phone	+41 22 906 94 08
E-mail	<a href="mailto:g.khalil@world-avenues.ch">g.khalil@world-avenues.ch</a>
From	Simon Dauphin
Tel	0033 153237574
Fax	0033 153237576
Date	June, 28 <sup>th</sup> 2016
Ref	Contract 2016-2017
Number of pages	Total 6

Dear Gamal,

First of all, we would like to thank you for your interest for the Hotel de Sers.

Please find hereafter our contract for the next season 2016-2017.

The Fair period calendar, on page 6, is subject to changes throughout the year.

For your acceptance, please kindly return this contract dully signed with your company's stamp  
by fax at +33 1 53 23 75 76.

We remain at your entire disposal if you have any question.

We look forward to develop a new profitable business relationship for this new season 2016/2017.

Sincerely yours,

Jennifer Boccara  
General Manager  
Hotel De Sers

Simon Dauphin  
Director of sales & Marketing  
Hotel De Sers


**WORLD AVENUES**  
14 rue Ferrier  
CH 1202 – Geneve – Suisse

**F.I.T CONFIDENTIAL RATES 2016-2017**  
(Applicable on the Worldwide Market)

<b>Hotel contacts</b>	<p>- <b>Anais RAFAT</b> / Reservation Manager / Tel +33 1 53 23 75 79 / E-mail : <a href="mailto:resa@hoteldesers.com">resa@hoteldesers.com</a></p> <p>- <b>Simon DAUPHIN</b> / Director of sales / Tel +33 1 53 23 75 74 / E-mail : <a href="mailto:simon.dauphin@hoteldesers.com">simon.dauphin@hoteldesers.com</a></p> <p>- <b>Rozlaine HAKIKI</b> / Executive Director / Tel +33 1 53 23 75 82 / E-mail : <a href="mailto:rozlaine@hoteldesers.com">rozlaine@hoteldesers.com</a></p>
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**RACK RATES 2016/2017 VAT & services incl. per room, per night**

Type of room	Rates
Superior Room (25sqm), king bed	690€
Deluxe Room (30sqm), king bed or twin bed	790€
Junior Suite (40sqm), king bed	1100€
Panoramic Suite (61sqm), king bed	3000€
Apartment (80sqm), king bed	3000€
Breakfast type	Rates
Continental	30€
Healthy	35€
American	40€

HOTEL CATEGORY	5 Stars
PART OF "B SIGNATURE HOTELS & RESORTS"	 <p><b>B SIGNATURE</b> Hotels &amp; Resorts</p>



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### F.I.T NET rates in Euros (€) PER ROOM, PER NIGHT

City tax is additional, not included in the room rate

Periods	LOW SEASON NET RATES			HIGH SEASON NET RATES			FAIR PERIODS NET RATES		
	From November 1 <sup>st</sup> 2016 To December 31 <sup>st</sup> 2016 included			From May 1 <sup>st</sup> 2017 to July 16 <sup>th</sup> 2017					
	From January 1 <sup>st</sup> 2017 to April 30 <sup>th</sup> 2017 included			From September 4 <sup>th</sup> 2017 to October 15 <sup>th</sup> 2017 included					
	From July 17 <sup>th</sup> 2017 to September 3 <sup>rd</sup> 2017 included								
	From October 16 <sup>th</sup> to October 31 <sup>st</sup> included 2017								
	VAT 10%			VAT 10%			VAT 10%		
Room categories	Single	Double	Triple	Single	Double	Triple	Single	Double	Triple
Superior	290 €	300 €	380 €	360€	380 €	460 €	450 €	480 €	560 €
Deluxe	350€	370 €	450 €	410 €	430 €	510 €	500 €	530 €	610 €
Junior Suite	560 €	590 €	690 €	750€	770 €	850€	880 €	910 €	990€
EXECUTIVE SUITE	1800 €	1810 €	1890 €	2200€	2220 €	2330 €	2 600 €	2 630€	2 710 €

#### Guaranteed Rooms with Balconies : Supplement of 50€ per room, per night

**WINTER PROMOTION:** STAY 4 NIGHTS AND PAY ONLY 3 NIGHTS! (excluding fair dates - non cumulative offer ) Promotion only valid in November 2016, December 2016, Jan 2017, February 2017, March 2017 and April 2017. Available on superior & deluxe room category

**SUMMER PROMOTION:** STAY 6 NIGHTS AND PAY ONLY 5 NIGHTS! (excluding fair dates - non cumulative offer) Promotion only valid in July & August 2017. Available on superior & deluxe room category

### GENERAL SALES CONDITIONS

- Price per room, per night, including VAT, services and Continental breakfast served in our restaurant De Sers. (no buffet, service "à l'assiette")  
Supplement Room charge for breakfast served in the guest room: 10 € per person and per day.
- City tax of 3.30 Euros per person and per day is additional and to be settled upon departure. This tax is subject to changes according to the French Legislation.
- Those rates are only available for a maximum of 6 rooms, above that, **groups rates are on request only.**
- Connecting room and twin: on request and upon availability.

- “Triple room” stands for one king size bed & one extra bed.
- Gratuity for children: One child under 12 years old sharing Parent’s room is free of charges inclusive Continental Breakfast.
- Those rates are confidential, and should be only available for direct booking to the hotel and have to be included in a package.
- Porterage fees per room IN & OUT: 6€.
- Check-in time: 3pm, Check-out time: Noon.
- To the extent that the Hotel will be subject to a new law or regulation affecting the sale price of its services, will be obliged to pass on to its customers.

#### HALF-BOARD

➔ 69€ per person, 3 course menu (excluding beverage)

#### ALLOTMENT

No Allotment – Free sales basis

#### PRODUCTIVITY

Important: The hotel reserves the right to cancel your contract by a simple letter or fax if your production will not reach a minimum of **30 rooms nights by quarter**.

#### GROUP RATES

Group rates are on request only.

#### RESERVATIONS

Reservations are guaranteed upon receipt of your written confirmation.

#### INTERNET SALES & DISTRIBUTION CHANNELS

It is hereby agreed that:

The rates included in this contract shall not be sold on the Internet, either by the client or an OTA (Online Travel Agency), without the prior written agreement of the hotel. These rates are strictly confidential and may not be disclosed to the end client in any form whatsoever. The co-contractor shall ensure that this policy is adhered to by all intermediaries.

These rates are only valid from intermediaries in the tourism industry (B2B), as part of an opaque package (B2B), after application of a minimum mark-up of 25% irrespective of the number of intermediaries.

The client agrees not to sell the rooms in question at a higher rate than the rack rate advertised by the hotel and stated in this contract.

These rates shall not be marketed on the Internet or on any other media, either by the client or a third party, if the conditions above are not met.

Failure in complying with the above conditions of sale constitutes a breach of the contract. The hotel reserves the right to cancel your contract by a simple letter or fax if you fail to comply with the above stated conditions of sale.

Otherwise the hotel reserves the right to refuse any booking that was made on a breach of the above conditions.

#### CANCELLATIONS and EARLY DEPARTURE

When cancellation is made before 48 hours to the arrival, there will be no charge. Between less than 48 hours and the arrival, **we will charge the first night**.

#### During fair periods\*:

- Cancellation before 72 hours prior to arrival date: no charge.
- Cancellation after above period: the whole stay will be charged.

Early departure: The whole stay will be charged

#### DISPUTES

All disputes concerning a booking shall be submitted to the local court authorities in Paris.

#### BILLING

In accordance with the hotel's decision, either the account:

☒ prepayment

☐ must be settle before the departure of the group

☒ within 30 days following the date of the invoice is send out. All payment are to be made in Euros

Bank expenses are covered by the organiser, up to 30 days for late payment, 1.5% increase of the total amount due per day

(Payment can be made by company cheque, bank transfer or credit card)

#### Bank references

SAS HOTEL DE SERS  
41 avenue Pierre 1<sup>er</sup> De Serbie  
75008 PARIS

Code banque	Code Guichet	Code BIC
10107	00138	BREDFRPPXXX
Numéro de Compte		Clé
00110100233		37
Domiciliation		
BRED Paris Champs-Élysées - Tel : 0820 33 61 38		
Numéro de compte bancaire International (IBAN)		
FR76 1010 7001 3800 1101 0023 337		



Client's signature and stamp

World Avenues Travel Switzerland  
Tarek Elbialy - Contracting Manager  
11.07.2016

Made in Paris June 28<sup>th</sup> 2016  
Signature and Hotel

Jennifer Boccara  
General Manager  
Hotel De Sers

Simon Dauphin  
Director of sales & Marketing  
Hotel De Sers

**PERIODES SALON / FAIR PERIODS 2016-2017**

Evénements / Events	Situation / Location	Dates	
New Year	Paris	30/12/2016	01/01/2017
Haute Couture	Paris	22/01/2017	26/01/2017
Prêt à Porter	Paris	28/02/2017	08/03/2017
EuroPcr	Porte Maillot	17/05/2017	20/05/2017
Roland Garros (dates à confirmer)	Boulogne	22/05/2017	04/06/2017
AirShow	Bourget	19/06/2017	25/06/2017
Haute Couture	Paris	02/07/2017	06/07/2017
Prêt à Porter	Paris	26/09/2017	04/10/2017
Prix Arc de Triomphe	TBC	TBC	TBC